

HEAVY SHIPMENTS OF AUTOS NOW EN ROUTE TO PASS CITY

The Present Shortage of Cars Will Soon Be Relieved; Toltek Company Signs Big Dort Contract and Announces Permanent Organization; Cactus Motor Co. To Reopen Next Week; Market Brisk.

RECORD shipments of automobiles are now en route to El Paso distributors. The market right now is exceptionally brisk, but there is a general scarcity of cars. One local company plans to unload the largest single shipment of cars ever brought to El Paso about the middle of the week. There is almost a trainload in this shipment.

The Buick Motor company is awaiting another big shipment of Maxwells, while the Lone Star Motor company, which has been out of Dodge for over two weeks, looks for the arrival of several cars about the end of next week. M. L. Naquin received advice on Friday that a carload of the Vette "little size" was shipped from the factory that morning by express. Freight wasn't fast enough to satisfy the local distributor, who has several orders waiting for the arrival of the cars.

Renews Dort Contract.
M. A. Leach, western sales manager of the Dort, announced on Friday night that he had placed the 1917 contract for the Dort with the Toltek Motor company. Manager M. A. Compton, of the Toltek, also took occasion to deny rumors that the company was contemplating changes and stated that the Toltek Motor company is in the local field to stay. It has been very successful both with the Buick and the Dort and Mr. Compton believes that the larger body and new refinements to the sturdy Dort will have the effect of making it the most popular "four" on the southwestern market.

Incidentally, it may be mentioned that the Dort allotment for El Paso territory has been increased 25 percent this year. "That shows what we think of the Dort," said Mr. Compton. "We are going to set some sales records with this car, for there is no car anywhere on the market at anywhere near the price which has so much real value."

Big Jeffery Order.
Another agency contract closed this week was the renewal of the Jeffery rights with the Buick Motor company. Adolph Buick is authority for the statement that the new contract calls for 101 cars to be delivered within 12 months. L. McDonald, of the Jeffery factory, closed the contract.

The El Paso Buick company opened for business this week in temporary quarters at 508 Mesa avenue, but a Buick building is to be erected almost immediately.

The Cactus Motor company was temporarily forced out of the field last Sunday by a serious fire, entailing a loss of about \$16,000. The company is now awaiting the arrival of the fire insurance adjusters, and when the loss

has been appraised the doors will be opened with a fire sale.

Showroom Damage Is Light.
The showrooms were damaged only by smoke and water and an application of paint will make them ready for business again. Several Allen cars in the shop were almost totally destroyed by the fire, while a Chevrolet and an Allen on the showroom floor escaped with a scorching. The stock of General tires escaped except for some slight damage from heat to those near the entrance to the shop. Manager E. E. Wiseman states that the Cactus will be open for business again about Wednesday.

H. W. Peters, of the Packard sales department, was a visitor in the city this week. The accessory business of the Western Motor Supply company has been good this month and sales manager Henry Diers reports a brisk call for portable tires. This company is doing a big business in Klaxon horns.

A shipment of Mitchell "sixes" for the El Paso Auto Sales company seems to have "taken up" en route, but sales manager M. J. Stuart states that the cars may arrive any day now. The El Paso Auto Sales company obtained another Winton "six" of extra design this week and the car has been inspected by a large number of local motorists.

More I. H. C. Trucks Arrive.
The Oakland Auto Sales company unloaded another carload of I. H. C. trucks and manager E. M. Ford states that if the demand keeps up they will not last long.

Manager E. M. Ford, of the Oakland, paid a hurried business visit to Tucson this week.

M. Tomlinson has joined the staff of the Pioneer Motor company in the capacity of sales manager.

The Briscoe "little fours" are finally on their way to the Pioneer Motor company. They were shipped Wednesday and should be here about the end of next week.

King Salesman Here.
H. L. Wilson, southwestern sales manager of the King "eight," visited El Paso this week. While here he paid a visit to E. C. Booth, manager of the Quick Tire Service, and told Mr. Booth that he had obtained service from the Quick Tire Service all over the state of Texas and that it was indispensable.

L. J. Gillette, road salesman of the El Paso Overland Auto company, returned on Thursday from a trip through the Pecos valley. He reports good business, but says that the recent rains have made the roads in that part of the country rather heavy.

New Franklin Coming.
The first shipment of the new model

THEN THE FUN BEGAN

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Franklin is due to leave the factory today, and if the schedule is adhered to the series of demonstrations should be busy in El Paso a week from next Monday. The Franklin Motor Car company has already booked a half dozen orders for the new car and has many applications for demonstrations.

Scarcity of light cars on the new car market has stirred up business for the used car dealers and Fred A. Hoagland states that his chief worry at the present time is to obtain enough cars to satisfy the demand. The used car business has been exceptionally brisk for the past couple of months and Mr. Hoagland states that there is no indication of any slackening up. "Cars brought to us in the morning are often sold at night," said the dealer.

Moreland Trucks on Way.
The Toltek Motor company has been notified of a shipment of Moreland district trucks from the factory at Los Angeles and manager M. A. Compton expects to be able to make deliveries early in the week. The Moreland truck is not new in El Paso and the fact that it burns the cheapest fuel on the market is a big factor in making many sales. The fuel cost is about 50 percent of the average for trucks of similar size.

The Universal Auto Lock company is branching out. J. W. White left this week for California and will open branches at once in San Diego, Los Angeles and San Francisco. This lock has proven its efficiency in El Paso and is an El Paso product in every sense. The lock is designed to prevent the theft of a car either through towing or the driving of the car.

There is a good market here for commercial bodies and the company demonstrated this week by the Southwestern Smith Form-A-Truck company, which reports several sales of the new truck bodies recently.

Billy Has "Monstache."
Billy Adolph, adorned by what he calls a "monstache," but which his friends in the automobile ranks term "a bad mistake," blew into town on Friday. Billy has been foreman of the army shops at Columbus for several months and came down to remove his family to the army base. He stated that the shops are being kept busy, which remark caused David Russell, of the Southern Motor company, to say that this was quite evident from the fact that Billy could shave only his chin and not his lip.

There are now 12 Republic trucks in operation with the army signal corps in Mexico. These trucks are all specially equipped and they are said to make a most impressive appearance.

Wiseman & Driscoll report the Ford repair business to be active and their big shop here kept busy all week.

Perry Is Away.
E. G. Perry, president of the Lone Star Motor company, left on Friday for a trip through the territory to place his new Dodge contracts.

The repair shops of Marker & Yonge are working to capacity with Ford work and Carl Marker states that the accessory business has also been good.

The Nauman Motor Sales company received another carload of G. M. C. trucks this week and will unload two carloads of Hudsons this afternoon.

William B. Britton, mechanical engineer of the motor car transportation department, United States army, was in the city this week and leaves today for Columbus in a Studebaker "six" purchased by him from the Elliott-Garrett company for his personal use on the border.

Vette for N. M. Candidate.
Ed S. Bursum, of Socorro, who is taking a prominent part in the present political campaign for governor of New Mexico, has purchased a Vette "six" touring car, which he will use in his campaign.

Ed S. Hughes, a prominent wholesale and retail hardware dealer of Abilene, and who has extensive interests all over the state, drove into El Paso this week in his Studebaker "four." Mr. Hughes was accompanied by Dr. A. A. Barber and Clyde Newberry. It is the intention of Mr. Hughes to open a branch of his hardware business in El Paso, if he can secure a suitable location.

The Studebaker sales force of the Elliott-Garrett company has been increased by the addition of W. Davidson.

W. S. Weise, of the Studebaker sales department, Detroit, was a visitor at the Elliott-Garrett company this week.

Studebaker Soldiers Are Paid.
Studebaker factory payday at the local army camp was Thursday, when the Studebaker employees received their checks from the big automobile fac-

tory. Nearly all appeared at the Elliott-Garrett salesrooms on Friday to have their checks cashed by the local Studebaker dealers.

Dodge Orders Pile Up.
Orders for Dodge cars continue to pour in at the Lone Star Motor company and sales manager L. J. Trotti has been burning up the wires in an effort to have the shipments to El Paso expedited.

Dodge Creators of the Lone Star Motor company. spent the week in the El Paso district as a camper. Mr. Creator promised to bring home a basket of trout to treat his friends and all are looking for fish dinners early next week.

New Tire Makes Good.
C. D. F. Evans reports that the Tyran casing, which he introduced here six months ago, are giving such general satisfaction that there has not been a single application for a refund, and he has received several reports of casings going in excess of 10,000 miles.

The Southern Motor company has received advice that the Grant "six" led all stock models in the recent hill climb at Pike's Peak. First and second places went to specially designed cars, while the Grant "six," with the smallest piston displacement of any car in the big class, took third place.

More El Paso motorists are realizing the necessity of regular battery inspections and the free inspections of the Western Battery & Magistrate are mounting up to the dozens daily.

Savage Tires In Demand.
The Motor Car Supply company again reports brisk business in Savage tires, while the demand for the Savage graphite inner tubes has necessitated getting in big shipments by express this week.

Lewis Moon, formerly connected with the Maxwell sales force at Spokane, Wash., and more recently demonstrating the value of the Maxwell in Sonora, Mex., has joined the selling force of the Buick Motor company and has many tales to keep "prospects" interested in his experiences as a motor car salesman in the trouble torn republic to the south.

Capt. L. W. Jordan, U. S. A., will arrive in Columbus on Sunday in his new Maxwell touring.

Visits Ford Branch.
J. W. Kirkpatrick, general manager of the Tri-State Motor company, is in Houston and San Antonio. Mr. Kirkpatrick will transact some business at the Ford branch office in Houston and will then proceed to Houston to visit the Ford assembling plant there.

W. R. Hall, of the Tri-State, visited Columbus early this week and came back reporting that "everything is as to do real work" in that city and that he was mighty glad to get home.

R. C. Levy has resigned as manager of the El Paso branch of the Maxwell branch at Columbus and joined the sales staff of the Firestone Tire and Rubber company.

Lee Davis in Mountains.
Lee Davis, manager of Ford sales for the Tri-State Motor company, is enjoying a vacation in the Sacramento mountains. Needless to say, Lee took his sliver along. "Fish" stories will be in order soon.

Ray N. Pritchett is now in the New Mexico territory for the Tri-State Motor company and is sending in some record orders for accessories.

A. Thompson, of the Firestone Tire and Rubber company's sales staff, is now in the New Mexico territory.

Ford dealers who visited the Tri-State Motor company this week after a tour of the El Paso territory were: Mr. Ross, of the Dona Ana County Motor company, Las Cruces; A. G. Van Horn, Toyahvale; G. Kirk, of the City Garage, Tularosa; and J. S. Kerr, of Deming.

50 PER CENT GAIN IN OHIO.
W. H. Walker, Ohio registrar of automobiles in 1915, reports the year to July 12 reports a total of registrations of 218,000, which is fully 50 percent more than the number of motor cars registered in Ohio up to the same time in 1915.

MAPS AUTO FOR ARMY USES

It Is Not Believed That Government Will Aid the Factories.

Another meeting was held last week at the war college in Washington to discuss plans for mobilization of troops and supplies in time of war, particularly so far as civilian organizations are concerned, and the following account of it was prepared by the society of automobile engineers: Maj. Palmer E. Pierce of the general staff corps, commanded at the meeting, Lieut. Col. Chauncey B. Baker being present to represent the quartermaster generally, office representatives of the naval consulting board, the national automobile chamber of commerce, the society of automobile association committees were in attendance.

Information is being collected as to just how many government departments need a large motor truck equipment in order that suitable specifications can be developed for each type of truck required. The truck standards division as well as other divisions of the standards committee of the society of automobile engineers will, as the next, take a leading part in this work. Serious attempt will be made to develop standard specifications for trucks that is neither too long nor too short, covering adequately the requirements of the government, which it is felt will be of great benefit to the country.

It is stated that the tests to which trucks have been subjected on or near the Mexican border are the most severe that have been had in any part of the world. The conditions of service have been abnormal in that the lines of communication have been maintained without the use of railroads. The performance of some of the trucks has been wonderfully good, and there is reason to believe that a beneficial specification in various respects. The necessary engineering study is now being made, and the members of the society of automobile engineers are going to the Mexican border to view at first hand the unusual conditions of weather, sandy and alkali encountered.

The development of suitable tractor types of motor vehicles will also be given attention.

Regulations are being prepared for use in the organization of officers and enlisted men of the reserve corps recently authorized by act of congress. There will be a mobilization of the reserve organization in the near future. Reserve officers will be appointed in sufficient number to make possible the assembly of troops at the points and transporting them to strategic points.

Former president Wilson of the American automobile association announced that over 90 per cent of the millions of American pleasure car owners would very willingly and quickly surrender the use of their vehicles under any suitable plan of mobilization. This will make possible immediate transportation of troops, which would be wanted in case of emergency. It is stated reliably that in many districts large bodies of troops can be mobilized by motor cars before the railroads operating in the respective districts can get sufficient cars ready to transport them. Demonstrations, which have been made repeatedly, show that troops can be moved by automobile faster than by train.

Suitable types of armored cars for use by the ordinance department, as well as types meeting the needs of the engineers, the signal and the artillery corps, will be developed.

MARKER & YONGE TAKE AN AGENCY
Will Handle Ametex, for Converting Ford Into Worm-Drive Trucks.

Announcement was made this week that Marker & Yonge have taken the southwestern agency for the Ametex, an attachment for converting Ford cars into one-ton worm-drive trucks.

Attachments for converting Ford cars into trucks have been marketed by various companies and have been a great success here. The Ametex, however, is the first with a worm drive to make its appearance in the local market.

Marker & Yonge have been notified by the factory that the demonstrator should arrive here within the next couple of days. It was "noised about" early in the week that this live firm had taken the agency and several inquiries have already been made and it is expected that the demonstrator will be kept busy.

UNIQUE TUBE MAKES ITS APPEARANCE HERE
Motorists have heard of the puncture proof casing but the puncture proof inner tube is a new one on the average motorist. The new tube made its first appearance here this week. It is known as the "extra" tube and is constructed by the Deere-Puncture Proof Tube company of Midland, Tex. It will be distributed in local field by the Elliott-Garrett company.

The tube is unusually heavy and is about half an inch in thickness. It is said to be made of "extra" fine pure Para rubber and it is so constructed that it seems to be square when partially blown. As described by Carl Beever, the tube is a full size larger than the casing it is designed for. Instead of the tube being stretched to its limit inside the casing, it is, therefore, pressing hard on the casing without being expanded to the limit. The very soft and extra thick rubber promptly compresses or closes on any puncture and prevents the escape of the air. The tube is so thick that the manufacturers also claim that the deflated tire will carry any car five or six miles without the slightest damage to the tube or casing.

EXPORTS OF AUTOS SHOW BIG DECREASE
The exports of automobiles during the fiscal year ended June 30, 1916, reached a total of 7,436 machines, valued at \$97,461,251, compared with \$60,234,835 for the preceding year. June of this year, however, was over \$5,000,000 less than June, 1915.

During the fiscal year the exports were classified as follows: Commercial cars, 21,345, valued at \$26,305,248; passenger cars, 55,251, valued at \$40,658,382. During the fiscal year of 1915 there was 37,576 machines exported, the value being \$29,255,465; the exports consisting of 12,296 commercial cars, valued at \$29,140,682, and 25,280 passenger cars, valued at \$21,114,783.

Sales and Deliveries

Reports of the El Paso Automobile Dealers for the Current Week.

DEALERS having stocks of cars report good business during the past week. The Lone Star Motor company has again been without any cars while some of the other dealers did not have their shortage relieved until near the end of the week.

The Buick Motor company reports the delivery of Maxwell cars for the following: George Trimble, Lordsburg, touring and roadster; J. S. Bero, touring; Fred Glason, touring; Jose Delgado, touring.

New Roadster Here.
The first four-passenger Vette "companionable" roadster made its appearance here late on Friday afternoon and was delivered to J. N. Van Pelt. This roadster has some unique ideas in the way of equipment and is a very attractive car. H. A. Bursum, of Socorro, N. M., got a Vette touring, Dave Tullock, of Silver City, a Vette two-passenger roadster, and E. M. Leigh, a five-passenger touring. The H. Leach company has placed an order for a two-ton Vette truck.

The El Paso Overland Auto company reports the sale of an Overland "85-1" touring to E. R. Lester, of Mesilla Park.

Oakland sales reported this week by the Oakland Auto Sales company are: Capt. R. Stacey, U. S. A., Socorro, N. M., got a Vette touring, Dave Tullock, of Silver City, a Vette two-passenger roadster, and E. M. Leigh, a five-passenger touring. The H. Leach company has placed an order for a two-ton Vette truck.

Two Saxons for Army.
The Saxon Agency delivered a Saxon "six" roadster to the depot quartermaster at Columbus early in the week and a Saxon "six" touring to the El Paso quartermaster on Friday.

The Toltek Motor company has delivered a Paige "6-16" touring to J. W. Bero.

Form-A-Truck sales by the Southwestern Smith Form-A-Truck company were: City Service company, one, Ross Conkling company, one, one, N. R. Northcott, one.

New Grants Arrive.
The 1917 Grant "sixes" made their appearance on Thursday and by Friday the Southern Motor company had delivered four, to the following: H. C. Russell, Santa Rita, touring; W. Peters, Globe, Ariz., touring; W. C. Hoover, Columbus, N. M., touring; C. Back, touring.

The Nauman Motor Sales company reports the delivery of a Hudson "superior" to the El Paso quartermaster.

Studebaker deliveries were made by the Elliott-Garrett company, as follows: William H. Britton, "six" touring; United States army depot quartermaster, "six" touring and "four" roadster; Lawrence Lapoint, "six" touring.

Order National "Sixes."
W. McIntyre, of Marathon, placed an order for a National "highway six" cloverleaf roadster, with the Elliott-Garrett company this week while Capt. Backer, of the quartermaster department, ordered a National "highway six" touring for his personal use.

The Tri-State Motor company report the following Ford sales during the week: Gulf Refining company, runabout; Mayfield Building and Improvements, runabout.

UP-TO-DATE 2-PASSENGER CARS. \$2.00 PER HOUR.
AUTOS
PHONES—500-510
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WHEN it comes to fuel cost, the Moreland is the most economically-operated truck in the world. The business man who fights for a 2% cash discount on merchandise cannot possibly ignore a 50% saving on motor truck fuel. The Moreland Truck is the only truck in the world that operates successfully on distillate, and distillate is the cheapest practical motor truck fuel known. Fuel dollars are not the only ones that are clipped off the overhead by using the Moreland Distillate Truck. The use of the Worm Drive saves 20% more on tire wear.

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worth of Studebaker products now in the hands of users, all giving complete satisfaction, surely that is a guarantee of quality!

And this is the firm which builds the Studebaker "Six"—50 horsepower—for \$1085.

- has 13 Timken bearings.
- has a 50 horse power motor—cast en bloc—high speed, long stroke type—stroke 5 inches, bore increased to 37.8 inches.
- has 122-inch wheelbase.
- has room for 7 passengers to ride in comfort without the slightest crowding.
- has divided driver's seat and folding seats in tonneau that completely disappear into the recesses in the floor when not in use.
- has wider and deeper cushions.
- has upholstery of the finest grade of genuine, hand-buffed, straight grain leather, parallel tufting.
- has a mirror-like finish, put on with 25 color and varnish operations—more than cars that cost triple its price.
- has 34x4 Goodrich tires, with Safety Treads on rear wheels.
- has greatly simplified oiling system with gear-driven pump.
- has adjustable pedals.
- has ball-bearing clutch collar.
- has easy-acting, tight-gripping 15x22-inch brakes—equalized can stop car in a few feet.
- has 9-leaf 51-inch, three-quarter, elliptic, underslung springs.
- has Stewart Vacuum Feed, with large gas tank on rear.

SERIES 17 CARS

40-H. P. \$875 50-H. P. \$1085
7 Pass. 7 Pass. \$1085

f. o. b. Detroit.

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More refinements are found in the Saxon "Six" than in any other car at anywhere near the price—\$815 f. o. b. factory.

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